

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 AID-05 CIAE-00
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XMB-02 OPIC-03 SP-02 LAB-04 EPG-02 SIL-01 OMB-01
NSC-05 SS-15 STR-04 CEA-01 L-03 H-01 PA-01 PRS-01
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FM AMEMBASSY AMMAN
TO SECSTATE WASHDC 1988
INFO AMEMBASSY BERLIN
AMEMBASSY DAMASCUS

C O N F I D E N T I A L AMMAN 3346

E.O. 11652: GDS
TAGS: ETRD, JO, GE
SUBJECT: CDR TRADE DELEGATION VISIT TO JORDAN

1. TWELVE-MAN GDR TRADE MISSION HEADED BY PETER FRITCHE, (IDENTIFIED IN LOCAL MEDIA AS DIRECTOR GENERAL OF GDR FOREIGN TRADE MINISTRY) VISITED JORDAN JUNE 4 - 9. THIS WAS FIRST OFFICIAL GDR TRADE/ECONOMIC MISSION TO VISIT JORDAN. AT CLOSE OF SESSIONS BETWEEN GDR MISSION AND JORDAN'S MISISTRY OF INDUSTRY AND TRADE, LOCAL MEDIA REPORTED THAT ISSUES DISCUSSED INCLUDED GDR INTEREST IN CONTRIBUTING FINANCING FOR JORDAN'S 1976-1980 FIVE YEAR PLAN FOR ECONOMIC DEVELOPMENT; GDR INTEREST IN "PARTICIPATING" IN ELECTRIFICATION OF JORDAN VALLEY AND EXPANSION OF JORDANIAN PHOSPHATE INDUSTRY; AND "EXPRESSED READINESS" TO PROVIDE JORDAN WITH TECHNICAL AID. MORE TO THE POINT, SENIOR JORDANIAN REPRESENTATIVE AT MEETINGS, UNDERSECRETARY OF MINISTRY OF INDUSTRY AND TRADE, HASHEM DABBAS, WAS QUOTED AS HAVING TOLD GERMANS THAT THEY ARE WELCOME TO RESPOND TO JORDANIAN TENDERS.

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2. IN PRIVATE DISCUSSION WITH EMBOFF, DABBAS SAID THAT MEETINGS WERE ESSENTIALLY WITHOUT SUBSTANCE. GDR DELEGATION HAD COME TO EXPLORE MARKET POSSIBILITIES IN JORDAN, MOSTLY FOR PROCESSED FOODS AND MACHINERY. PROSPECTS FOR CONCESSIONAL FINANCING FROM GDR HE REGARDS AS NIL, DESPITE PRESS ACCOUNTS OF GDR INTEREST IN "PARTI-

CIPATING" IN FIVE YEAR PLAN. THERE WERE NO ARRANGEMENTS MADE FOR FUTURE MEETINGS. AGREED MINUTES OF MEETINGS WILL BE PRINTED IN ABOUT A WEEK, BUT DABBAS DISMISSED THEM AS INSUBSTANTIAL.

3. DABBAS WAS PERSONALLY UNIMPRESSED WITH GDR DELEGATION. HE SAID THEY ARRIVED WITH LITTLE KNOWLEDGE OF JORDAN AND WERE SURPRISED, FOR EXAMPLE, TO FIND THEMSELVES IN COUNTRY WITH BASICALLY FREE ENTERPISE SYSTEM. HE SAID THAT GDR HAD BEEN INTERESTED IN SENDING SUCH DELEGATION TO JORDAN FOR SOME TIME, BUT LACK OF ENTHUSIASM ON JORDANIAN SIDE HAD LONG DELAYED VISIT. ASKED IF THERE APPEARED ANY PROSPECT OF SELLING PHOSPHATES (JORDAN'S MAJOR EXPORT COMMODITY, WIDELY MARKETED IN EASTERN EUROPE) TO GDR, DABBAS SAID HE HAD RAISED ISSUE WITH VISITING DELEGATION AND WAS TOLD THAT GDR MET ALL ITS REQUIREMENTS FROM SOVIET UNION. AS ILLUSTRATIVE OF LIMITED AUTHORITY OF VISITING OFFICIALS TO NEGOTIATE, DABBAS REMARKED THAT THEY SEEMED TO HAVE ARRIVED WITH "COPY OF THE MINUTES OF THE MEETINGS IN THEIR POCKET" AND HAD DIFFICULTY IN AGREEING TO THE BLAND DOCUMENT THAT WAS FINALLY ISSUED. ACCORDING TO DABBAS, GDR SEEMED TO EXPECT TRADE CONCESSIONS WITH NOTHING IN RETURN. DABBAS RESPONDED BY WELCOMING GDR PARTICIPATION IN JORDANIAN TENDERS -- I.E., JUST AS EVERYONE ELSE IS WELCOME.

SUDDARTH

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